Forward Looking Statements

Certain statements made during this presentation are forward-looking and are subject to risks and uncertainties. The forward-looking statements made are based on our beliefs, assumptions and expectations of future performance, taking into account all information currently available to us. Actual results could differ materially from the forward-looking statements made during this presentation.

When we use the words "believe," "expect," "anticipate," "plan," "will," "intend" or other similar expressions, we are identifying forward-looking statements.

The forward-looking statements made during this presentation are subject to the safe harbor of the Private Securities Litigation Reform Act of 1995. We refer you to our filings with the Securities and Exchange Commission (www.sec.gov) for a more detailed discussion of the risks that may have a direct bearing on our operating results, performance and financial condition. Do not place undue reliance on any forward-looking statements, which speak only as of the date on which they are made. We undertake no obligation to update or revise any forward-looking statements for any reason.

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I. About Pingtan Marine
About Pingtan Marine

- A China based fishery company operating the second largest pelagic fishing fleet
- Operates a fleet of 140 fishing vessels
- Fishes principally in the Indian Ocean, the Pacific Ocean and the Atlantic Ocean
- Supplies more than 20 species of catch to over 100 distributors and retailers
- Over 400 full-time employees

Pingtan - At a Glance

<table>
<thead>
<tr>
<th>Ticker</th>
<th>NASDAQ: PME</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corporate HQ</td>
<td>Fuzhou, China</td>
</tr>
<tr>
<td>Stock Price</td>
<td>$3.34 (as of November 13, 2017)</td>
</tr>
<tr>
<td>Market Cap</td>
<td>264M (as of November 13, 2017)</td>
</tr>
<tr>
<td>Industry</td>
<td>Consumer Products</td>
</tr>
<tr>
<td>Fiscal Year End</td>
<td>December 31</td>
</tr>
</tbody>
</table>
On February 17, 2015, the Company announced the closing of RMB 400 million (approximately US$65.0 million at the exchange rate of investment date) strategic investment by China Agriculture Industry Development Fund Co., Ltd. in the Company’s wholly-owned subsidiary, Fujian Provincial Pingtan County Ocean Fishing Group Co., Ltd. (“Pingtan Fishing”).

The investment valued Pingtan Fishing at approximately RMB 5 billion, or US$800 million at the exchange rate at the time of investment in 2015.

China Agriculture was established by China’s Ministry of Finance, Agricultural Development Bank of China, Cinda Asset Management Corporation and CITIC Group in 2012. It is the first China state-owned fund to focus on investing in all areas of the agriculture industry. This 4 billion RMB fund is managed by Cinda Asset Management Corporation.

Link to the news report from the people’s government of Fujian Province: http://www.fujian.gov.cn/zwgk/zfgzdt/bmdt/201502/t20150228_916830.htm
**Investment Considerations**

**Unique Position in Distinct Market**
- Well-capitalized fishing company in HIGHLY fragmented offshore market
- Strict licensing system making pelagic fishing license a rare high-value resource

As of 2014, the total number of companies with Pelagic Fishing Company Qualification approved by MOA of China was only 164 and there were 2,460 vessels in total approved for pelagic fishing*

**Transparent Operation Mode**
- All 140 vessels recorded by the Ministry of Agriculture of the PRC
- All vessels’ operation monitored and recorded by the Bureau of Fisheries of the Ministry of Agriculture of the PRC
- All aquatic catches are verifiable by the record of the China Customs when transport back to China

**Strong Financial Position / Dividend**
- Strong asset base with moderate leverage
- The Board declared the Company’s first quarterly cash dividend of $0.01 per share of common stock outstanding in 2014. The Company currently pays dividends regularly on a quarterly basis. As of the third quarter 2017, the Company has distributed the eleventh consecutive quarterly cash dividend.

**Proven & Committed Management Team**

*Source: Marine Fisheries Development in China 2015*
Experienced and Committed Management

**Xinrong Zhuo**
Founder
Chairman & CEO
- Involved in trade of aquatic products, aquaculture, marine fishing and pelagic fisheries since 1986, with rich management experience
- Chairman of Fujian Provincial Pingtan County Ocean Fishing Group Co., Ltd. since 2004

**Roy Yu**
Chief Financial Officer
- Appointed CFO in May 2013
- Served as CFO of Lihua International, Inc. (NASDAQ: LIWA) from 2008 until 2012
- Degree in accounting and finance from London Southbank University
II. MARKET OPPORTUNITY
China’s Fishing Market

- China’s seafood consumption has consistently increased on an annual basis and is expected to continue to grow—11.3 kg per capita in 1990 / 31.0 kg in 2009 / 45.0 kg in 2013*

- Seafood consumption in China is expected to expand going forward with the introduction of refrigerated warehouses in inland rural areas with government support

- As part of the 13th Five-Year Plan for 2016-2020, Chinese government has pledged to support and encourage the growth of the fishery industry

Industry Links

- Chinese Academy of Fishery Sciences (CAFS) http://www.cafs.ac.cn/english/
- Food and Agriculture Organization of the U.N. www.fao.org

*Source: Food and Agriculture Organization ("FAO")
III. BUSINESS OVERVIEW
Overview

- Pingtan Fishing is a rapidly growing fishing company engaged in pelagic fishing that supplies products to distributors, restaurants and supermarkets.
- Pingtan Fishing is ranked as one of the leading private supplier and trader of oceanic aquatic products in China.
- Sells to over 100 distributors and retailers.
- Harvests and sells approximately 20 different fish species.

### Fishing Water

- Indian Ocean, Pacific Ocean and Atlantic Ocean waters

### Fishing Method

- Trawling, gillnet, light luring seine, squid jigging and tuna jigging

### Fish Species

- Approximately 20 different species

### Demand Base

- Homes and eateries

### Selling Price

- RMB 5 - 50 per kg
## Retail Prices vs. Pingtan Selling Prices

### PME aquatic products average selling price (US$ per kg)

<table>
<thead>
<tr>
<th>Item</th>
<th>Price (US$)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Squid</td>
<td>$3.93</td>
</tr>
<tr>
<td>Croaker fish</td>
<td>$3.33</td>
</tr>
<tr>
<td>Ribbon fish</td>
<td>$4.49</td>
</tr>
<tr>
<td>Shrimp</td>
<td>$14.23</td>
</tr>
<tr>
<td>Conger eel</td>
<td>$3.36</td>
</tr>
<tr>
<td>Others</td>
<td>$2.20</td>
</tr>
</tbody>
</table>

* Source: 10-Q of Q3 Fiscal Year 2017

** Photos were taken in one of Carrefour China supermarkets in Beijing during the third week of November 2017

Ribbonfish $10.8 **

The left photo shows the retail price for ribbon fish of **RMB35.9 per 500g**, equivalent to **RMB 71.8 per kg** (approximately **USD$10.8 per kg**).

Croaker fish $10.8 **

The right photo shows the retail price for Croaker fish of **RMB 35.9 per 500g**, equivalent to **RMB 71.8 per kg** (approximately **USD$10.8 per kg**).
Fleet Expansion

• On March 29, 2017, the Company announced has expanded its fleet through the purchase of four internationally licensed squid jigging vessels and one refrigerated transport vessel from one company for approximately RMB 265.3 million (or USD 38.5 million).

• These vessels are currently licensed and sanctioned by the Chinese Fisheries Management Bureau ("http://www.cnfm.gov.cn/ ") under the Ministry of Agriculture of China, which allows the vessels to operate and fish in the Pacific Ocean, Southwest Atlantic Ocean and Southeast Pacific Ocean of the International Waters. The vessels, which are detailed below, primarily focuses on catching tuna and squid.

<table>
<thead>
<tr>
<th>Vessel Name</th>
<th>Fishing Method</th>
<th>Area of Fishing</th>
<th>Completion date</th>
<th>Gross Tonnage</th>
</tr>
</thead>
<tbody>
<tr>
<td>FUYUANYU 795</td>
<td>Squid Jigging</td>
<td>International</td>
<td>04/04/1981</td>
<td>655</td>
</tr>
<tr>
<td>FUYUANYU 796</td>
<td>Squid Jigging</td>
<td>International</td>
<td>12/25/1983</td>
<td>663</td>
</tr>
<tr>
<td>FUYUANYU 7880</td>
<td>Squid Jigging</td>
<td>International</td>
<td>08/28/2014</td>
<td>1497</td>
</tr>
<tr>
<td>FUYUANYU 7881</td>
<td>Squid Jigging</td>
<td>International</td>
<td>08/28/2014</td>
<td>1497</td>
</tr>
<tr>
<td>FUYUANYU F91</td>
<td>Refrigerated transport vessel</td>
<td>N.A.</td>
<td>12/14/1984</td>
<td>2946</td>
</tr>
</tbody>
</table>
Variable Fishing Methods of Fleet

- As of September 30, 2017, Pingtan operates 91 trawlers, 15 drifters, 6 squid jigging vessels, 4 longline fishing vessels, 3 light luring seiners and 1 transport vessel as well as exclusive operating rights to 20 vessels for over 20 years.

- A full list of all Pingtan’s fishing vessels on the Company’s website at the following link: http://www.ptmarine.com/fishing-operations/our-vessels
# Fleet Overview

<table>
<thead>
<tr>
<th>Number of Vessels</th>
<th>Type</th>
<th>Annual Capacity (MT)</th>
<th>Average Useful Life (Years)</th>
</tr>
</thead>
<tbody>
<tr>
<td>91</td>
<td>Trawlers&lt;sup&gt;1&lt;/sup&gt;</td>
<td>77,400 to 86,000</td>
<td>11</td>
</tr>
<tr>
<td>35</td>
<td>Drifters&lt;sup&gt;2&lt;/sup&gt;</td>
<td>18,000 to 20,000</td>
<td>17</td>
</tr>
<tr>
<td>3</td>
<td>Light Luring Seine Vessel&lt;sup&gt;3&lt;/sup&gt;</td>
<td>18,000 to 20,000</td>
<td>23</td>
</tr>
<tr>
<td>4</td>
<td>Longline fishing&lt;sup&gt;4&lt;/sup&gt;</td>
<td>1,200 to 1,600</td>
<td>20</td>
</tr>
<tr>
<td>6</td>
<td>Squid Jigging&lt;sup&gt;5&lt;/sup&gt;</td>
<td>12,000 to 18,000</td>
<td>14</td>
</tr>
<tr>
<td>1</td>
<td>Transport vessel</td>
<td>2,000/voyage</td>
<td>4</td>
</tr>
</tbody>
</table>

1. Trawling is a method of actively pulling or trawling a net along the sea.
2. Drifting is a fishing technique where nets, called drift nets, hang vertically in the water column without being anchored to the bottom.
3. A seine is a fishing net that hangs vertically in the water with its bottom edge held down by weights and its top edge buoyed by floats.
4. Longline fishing is a method of fishing which uses a long line, with baited hooks attached at intervals by means of branch lines to target fish species.
5. Squid jigging is a technique which uses a lead sinker with a hook molded into it to attract squid.
6. Capacity of the above vessels refer to the capability of fish catching under normal operation conditions.
Expansion into Indo-Pacific

In August 4, 2016, the Company has announced that thirteen of its fishing vessels controlled by the Company have obtained fishing licenses from the Ministry of Agriculture and expected to operate in the sea area of Indo-Pacific.

At the end of 2016, these thirteen fishing vessels have arrived at their designated fishing.

The valuation reports for the thirteen vessels on PME’s website at the following link: [http://www.ptmarine.com/fishing-operations/our-vessels](http://www.ptmarine.com/fishing-operations/our-vessels)
Proven Fishing Methodology & Broad Development Space

Pingtan Fishing has achieved and will maintain operating efficiency through:

**Cost Saving**
- The company hires local crews to save on labor costs
- Vessels are inspected and repaired directly in local areas instead of in China

**Direct Sales**
- Pingtan Fishing sells its products directly to distributors and retailers, reducing intermediate links and enhancing the space for margin

**Scale Effect & Multi-Fishing Methods**
- Scale effect greatly enhances the fishing capacity of the fleet
- Echeloned talent training system lays solid foundation for development
- Multiple fishing methods employed, leading to diversified catch species

**Sustainable Fishing Environment**
- According to the State of World Fisheries and Aquaculture 2012, there are still space for development in South America, Africa, Middle-East and Antarctica. The Company is endeavoring to strengthen the relationship and cooperation with companies in these regions to explore for further development
Long-term Growth Strategies

Expand Fishing Fleet

- Pingtan Marine is planning to enlarge its fishing vessel fleet through:
  - Organic growth
  - Acquiring vessels from other fishing companies
- With newly acquired vessels operating at normal level, the Company will have access to new fishing grounds and the number of catch species will increase

Expand into Processing

- Pingtan Marine has made investment in constructing a fish processing factory that is expected to start operation after completion in 2018
- After the processing plants begin operations, the company intends to establish its own brand name and improve profitability through vertically integration

Access New Fishing Ground

- Pingtan Marine is actively seeking global opportunities for entry into new fishing areas, such as deep ocean and other coastal countries surrounding China, especially countries covered by the Belt & Road strategy
- New fishing grounds will enable the Company to diversify its products and the market it covers, and to reduce the dependence on single fishing ground

Establish Own Fishing Bases

- As Pingtan Marine expands its fleet of fishing vessels and fishing grounds, it plans to set up or acquire fishing bases to support the fishing operations
- With its own berthing spaces and ship repairing facilities, the company can save on port, warehouse and repair costs
IV. FINANCIALS
Revenues were $20.5 million for the year end December 31, 2016, compared to $60.7 million in 2015. The decrease was primarily due to significant decrease in sales volumes, as the company temporarily ceased its operations in the Indonesia waters since February 2015.

* Revenues were $20.5 million for the year end December 31, 2016, compared to $60.7 million in 2015. The decrease was primarily due to significant decrease in sales volumes, as the company temporarily ceased its operations in the Indonesia waters since February 2015.

Source: All annual reports in 10-K and quarterly reports in 10-Q of Pingtan Marine as of September 30, 2017.
### Balance Sheet

$ in millions, except per share data

<table>
<thead>
<tr>
<th></th>
<th>9/30/2017</th>
<th>12/31/2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>22.3</td>
<td>0.8</td>
</tr>
<tr>
<td>Total Current Assets</td>
<td>35.1</td>
<td>60.8</td>
</tr>
<tr>
<td>Total Assets</td>
<td>218.8</td>
<td>226.5</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>78.5</td>
<td>86.8</td>
</tr>
<tr>
<td>Shareholders’ Equity</td>
<td>140.2</td>
<td>139.7</td>
</tr>
<tr>
<td>Book Value per Share (in $)</td>
<td>1.77</td>
<td>1.77</td>
</tr>
</tbody>
</table>

Guidance for 2017

- The Company has recovered 30% capacity since November 2016; meanwhile the Company purchased four internationally licensed squid jigging vessels and one refrigerated transport vessel in the first quarter 2017, which increased the number of operating vessels to 36 at the moment.
- In the second half of 2017, the Company will keep having active communications with related government bodies of Indonesia, endeavoring to recover operation as early as possible.
- Efforts will be made to develop new fishing areas, including but not limited to M&A of suitable targets worldwide.
- Construction of processing factory is accelerated to lay the foundation for entry into consumer food market and brand building.
- Further strengthen the cooperation with notable e-commerce platforms and chained supermarkets to enhance profit margin and get a win-win solution finally.
Pingtan Marine

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